

EXP

DIGEST
R I

... ENHANCING EXPORT TRADE EDUCATION

Issue No 1. Vol. 1

IN THIS ISSUE

EXPORT NEWS	Famine Looms As Exporters Move Surplus Grains Harvest Abroad, FG Resumes Export Expansion Grant in 2017 and Many More.	Pg 1
EXPORT PROGRAMME	Executive Diploma In Export Business Management & Export Trade Finance An Intensive Training On Starting And Managing Export Business In Nigeria	Pg 2
EXPORT EDUCATION	Importers' Forex Challenge: A Blessing in Disguise ?	Pg 3
EXPORT TRAINING PRODUCTS	Export Business Made Easy (Book) A – Z Of Export Business Financing (Book)	Pg 3
EXPORT MISCELLANEOUS	Export Trade Leads, Export Commodities Prices, Export Finance Tilt Bits	Pg 3

EXPORT
NEWSFAMINE LOOMS AS EXPORTERS
MOVE SURPLUS GRAINS
HARVEST ABROAD'

PRESIDENCY



The Presidency has warned that Nigeria, currently Africa's largest producer of cereals and grains risked famine from early next year, following a huge demand in the global market that is targeting the country's surplus production.

According to the spokesman of the President, Mallam Garba Shehu, Nigeria currently enjoys a free market situation; hence, "exporters also have a moral obligation to make their produce available to Nigerians who live within our country's borders, to ensure that our citizens have access to food."

"Shehu in a statement made available to State House correspondents in Abuja, on Monday said the "huge demand for our grains in the global market is creating an excellent environment for the mindless export of Nigerian grains across our borders and unless this curtailed, Nigerian markets will be bereft of food by January next year."

(Excerpt from www.leadershipng.com)

FG RESUMES
EXPORT EXPANSION
GRANT IN 2017

MINISTER

The Federal Government says it will resume the Export Expansion Grant (EEG) scheme in 2017, to expand the volume and value of exports, diversify export products and improve global competitiveness of exporters.

Minister of Industry, Trade and Investment, Mr. Okechukwu Enelamah, said this during a news conference in Abuja that the scheme would be included in the budget, to manage the impact on government revenue and promote transparency.

He said that approved liability on the scheme for unused certificates would be settled after the conduct of an audit to verify the actual amount due.

(Excerpt from www.news24.com.ng)

CIS EXPORT PIG IRON PRICE RISES
SUPPORTED BY OTHER RAW MATERIALS

Export prices for CIS-Origin pig iron reached new heights this week, supported by the continuing robust pricing of other raw materials.

However, as the Chinese market showed some signs of weakening over the past seven days, the higher offers were called into question by the buyers. Turkish import scrap prices have been rising intermittently since late September and have reached their highest point since late May.

Meanwhile, iron ore import prices in China moved up to their highest levels for two years before correcting downwards this week.

(Excerpt from www.metalbulletin.com)



OTHER HEADLINES

LCCI tasks Government on Agric Value Chain Growth
www.guardianng.com

Export Portal Is Optimistic Despite Of Looming Uncertainty Over Free Trade Agreements
www.prnewswire.com

WTO Cuts 2016 World Trade Growth Forecast To 1.7%
www.reuters.com

Exporters in bid to help SMEs sell abroad
www.independent.ie

Demonetisation hits Indo-China trade: Traders unable to stock up good for export due to cash crunch
www.hindustaintimes.com

N5,000

GET YOUR COPY TODAY

EXPORT BUSINESS

MADE-EASY

(Enclosed Free Audio CD on Export Training)

**A RELIABLE COMPANION
FOR SUCCESSFUL
EXPORT BUSINESS**

BY: SAMIDELE ADEMBO GCDS, ITS, AGIT

3T IMPEX TRADE CONSULTING

ADDRESS: 11D, Bola Shadipe Street
Off Adelabu Street, Surulere, Lagos. NG

EMAIL: tradeacademy@3timpex.com

WEBSITE: www.tradeacademy.ng

TEL: +234 809 124 4449, +234 808 334 2449
+234 703 870 4482, +234 809 999 3142

... Promoting Export, Creating Exporters And Growing Exporters

EXPORT PROGRAMMES

CERTIFIED DOCUMENTARY CREDIT SPECIALIST TUTORIAL

CDCS TUTORIAL

COMMENCEMENT DATE: November 12, 2016.

TIME: 7am every Saturdays

FEE: N100, 000 (Maximum of 4 instalments allowed)

VENUE: 3T Impex Trade Centre

ADDRESS: No 11D, Bola Shadipe Street, Off Adelabu Street, Surulere, Lagos.

EXPORT EDUCATION



STARTING AND MANAGING EXPORT BUSINESS IN NIGERIA

IN CONJUNCTION WITH NIGERIA EXPORT PROMOTION COUNCIL

DATE: November 29-30, 2016.

TIME: 9am

FEE: N55, 000

VENUE: Nigeria Export Promotion Council

ADDRESS: No 13, Ladipo Oluwole Street, Off Marine Road, Apapa, Lagos

EXECUTIVE DIPLOMA IN EXPORT BUSINESS MANAGEMENT

IN CONJUNCTION WITH THE UNIVERSITY OF LAGOS

COMMENCEMENT DATE: January 2017.

DAYS: Wednesdays and Fridays

TIME: 4:00pm

FEE: N150, 000

VENUE: Unilag Consult, University of Lagos.

Duration: 3 Months

EXECUTIVE DIPLOMA IN EXPORT TRADE FINANCE

IN CONJUNCTION WITH THE UNIVERSITY OF LAGOS

COMMENCEMENT DATE: January 2017.

DAYS: Saturdays

TIME: 9:00am

FEE: N175, 000

VENUE: Unilag Consult, University of Lagos.

Duration: 6 Months

Importers' Forex Challenge: A Blessing in Disguise?

By Bamidele Ayemibo

It is a common saying that opportunities go around in overall called work. This statement best describes the current foreign exchange challenge of a lot of importers in the country. The policy of the government on foreign exchange which led to the closure of the Windows for sales (Retail and Wholesale Dutch Auction System), listing of some imported items as being non-valid for foreign exchange and rationing of the weekly sales to importers through the various banks have brought untold hardship on the business of many importers in Nigeria.

For the import businesses, who are currently undergoing a lot of stress because of the high cost of forex and inadequate forex, here is my suggestion, you can save your business from this financial bleeding and disappointment of your suppliers abroad by simply setting up a special purpose vehicle in your organisation for the purpose of exportation. This challenge therefore creates a unique opportunity for importers to start a new line of business and thereby increasing the revenue base of their businesses.

It is interesting to note that an importer can become a supplier of raw material to his suppliers (who is a manufacturer). An importer who imports batteries from manufacturers can in turn export waste battery cells and lead ores to them. Those importing chocolate and confectionery can in turn export cocoa beans to the manufacturer. If the item being imported is sugar, the importer can in turn export sugarcane to the manufacturers.

If the importer is into the importation of juice concentrates from the manufacturers, he can in turn begin to export fruits to them.

This current challenge can therefore be use as leverage and motivating factor importers to invest in export business and thus create their own foreign exchange. The forex from the export proceeds can then be used to fund their importation businesses. As a matter of fact, it is a lot easier for an importer to simply flip over his operation and begins to export. This is because, the importer already understands international trade documentation, port operations, payment methods, risks involved international trade to mention a few.

All that the importer now need is to have a proper understanding and handling of the 5Ps (Products, Pricing, Purchasers, Payment & Paperwork) which are very critical to non-oil export business success.

The details of the 5Ps will be discussed in detail in the subsequent editions of the Export Digest within the current quarter.

2nd & 3rd Saturday of Every Month

N95,500
PROMO PRICE

BENEFITS

- * FREE Book (Export Business Made Easy) for all Participants
- * FREE Export Advisory Services
- * Guaranteed Export Contract, at 25% Discount
- * 40% Discount on our Export Mentoring Programme
- * Access of Export Financing from Commercial Bank
- * Export finance Presentation from a Commercial Bank
- * Training Manual
- * Certificate of participation
- * Tea Break & Lunch

TO BE CONTD IN NEXT ISSUE....

VENUE:
3T IMPEX TRADE CENTER
ADDRESS:
11D, Bola Shadipe Street,
Off Adelabu Street,
Surulere, Lagos. NG.

EXPORT TRAINING PRODUCTS

EXPORT MISCELLANEOUS

EXPORT TRADE LEADS

EXPORT ORDERS FROM BUYERS ABROAD

S/N	PRODUCT	SPECIFICATIONS	MINIMUM SHIPMENT
1	Aluminum Ingot request from South Korea	Primary(99.7%. LME-5%) and Secondary(99.0% over-LME-7%)	LC at sight 100% pay at loading port 2% PB. Qty : Trial 100mt
2	Coconut Shell Charcoal request from Philippines	Exporter to provide samples and pictures	A 20ft container load
3	Peanut request from Morocco	Exporter to provide lab report, samples and pictures	Up to 100MT shipment
4	Coconut request from South Africa	Exporter to provide samples and pictures	A container load trial shipment
5	Peanut Kernel request from Vietnam	Exporter to provide lab report, samples and pictures	Up to 500MT shipment

NOW ON SALE

Export Business Made Easy

GET YOUR COPY TODAY

EXPORT BUSINESS MADE EASY

MADE EASY

(Enclosed Free Audio CD on Export Training)

A RELIABLE COMPANION FOR SUCCESSFUL EXPORT BUSINESS

BY: BAMIDELE AYEMIBO CDCE, ITS, ACITE

N5,000 PER COPY

... Promoting Export, Creating Exporters And Growing Exporters

Title: Export Business Made Easy

Author: Bamidele Ayemibo

Number of Pages: 158

Price: N5,000:00

NOW ON SALE

3T IMPEX TRADE ACADEMY

...promoting international trade education

A-Z OF EXPORT BUSINESS FINANCING

A Systematically Simplified Book for Bankers, Exporters & Investors in Export Business

N10,000 PER COPY

A - Z of Export Business Financing is a thorough book to export trade financing possibilities. The book is presented in a simple manner for bankers Exporters and Investors in Export business

Title: A-Z OF EXPORT BUSINESS FINANCING

Author: Bamidele Ayemibo

Number of Pages: 121

Price: N10,000:00

NOW ON SALE

3T IMPEX TRADE ACADEMY

... Promoting Export, Creating Exporters And Growing Exporters

TRANSITION FROM LOCAL PRODUCTION TO GLOBAL CONSUMPTION

FEATURES AND BENEFITS

- Preparation for export market
- Upgrading your product for export market
- Handling the problems in export market
- Positioning for possibilities in export market
- Understanding the processes in export market

N5,000 PER COPY

Title: Export Business Made Easy

Producer: Bamidele Ayemibo

Duration: 40mins

Price: N5,000:00

COMMODITY PRICES (BLOOMBERG)

S/N	COMMODITY	PRICES	UNIT OF MEASUREMENT
1	Cocoa Beans	USD 3,211.00	Metric Tonnes (mt)
2	Coffee	USD 125.75	Pounds (lb)
3	Cotton	USD 63.43	Pounds (lb)
4	Aluminium	USD 486.25	Bushel (bu)
5	Copper	USD 4,962.00	Metric Tonnes (mt)
6	Zinc	USD 1,895.00	Metric Tonnes (mt)
7	Tin	USD 17,425	Metric Tonnes (mt)

EXPORT FINANCE TIT BITS

Exporting is great and has become a mainstay in every economy. This is the straightforward slogan of government in the Nigerian trade industry campaign that encourages businesses of all shapes and sizes to market themselves abroad.

Finance is the bane to successful exporting. However, there is good news for new and existing exporting trade business enterprises that are short of funds and want to kick start export business, here is a clue.

Banks in partnership with trade industry or lending house could assist you. But before banks can pay or fund your export deals, they will pay critical attention to the following information and records. These include;

History of Previous Performance

Banks want to know and have records of your past dealings with clients in relations to export matters. How you executed export business will be assessed. The history of previous performance can be obtained from the Bill of Lading records.

TO BE CONTD IN NEXT ISSUE....

EXPORT PRO

Export Pro is a well researched self study export training material. This was put together by a seasoned trade professional, trainer and practitioner with about a decade experience in this sector of the economy.

Export Pro covers different aspects of Non-oil Export Business in Nigeria and it is designed to equip those that are NEW in this sector to become PROFESSIONALS in export trade.



Export Pro training pack contains:

1. Export Digest Series (6 DVDs)
 2. Export Business Master Series (5 DVDs)
 3. Mastering Letter of Credit (1 DVD)
 4. Export Business Made Easy (a practical export book with an audio CD)
 5. Career Transition - From Paid Employment To Self Employment (1 DVD)
- Bonus (for employees)

N50,000

Tel: 08091244449, 07038704482,
08067476669, 08026782568
Email: tradeacademy@3timpex.com
Website: www.tradeacademy.ng